

**BEFORE THE
ILLINOIS COMMERCE COMMISSION**

**WORLD-LINK SOLUTIONS, INC.
APPLICATION FOR A CERTIFICATE OF
LOCAL AUTHORITY TO OPERATE AS A
RESELLER AND FACILITIES-BASED CARRIER
OF INTRASTATE, INTEREXCHANGE AND
LOCAL TELECOMMUNICATIONS SERVICES
THROUGHOUT THE STATE OF ILLINOIS.**

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CLERK OF COURT
DOCKET NO. 06-0403

**DIRECT TESTIMONY OF IULIAN IONESCU
ON BEHALF OF WORLD-LINK SOLUTIONS, INC.**

Q: Please state your name and business address for the record.

A: Iulian Ionescu, 42 Broadway, Floor 11, Suite 1101, New York, New York 10004.

Q: By whom are you employed and in what capacity?

A: World-Link Solutions, Inc. ("WLS"). I am its Vice President-Finance.

Q: Is the address of the company the same as that which you have just supplied?

A: Yes.

Q: Please describe your duties for the company.

A: As Vice President-Finance, I work closely with WLS's President and CEO, Paul Stamoulis and am involved in the day-to-day operations of the company. Specific duties include managing staff and employees of WLS's finance department, overseeing corporate finances and financial accounts, and working with suppliers and vendors. I am also in charge of coordinating and managing all taxation, administrative and regulatory matters relating to the services of WLS.

Q: Please provide a brief background on your experience in telecommunications.

A: Prior to my appointment as Vice President-Finance, I held various positions in WLS over the last 4 years, mostly related to finance and regulatory matters. However, a significant

achievement during this time was my leadership in developing WLS's wholesale telecommunications unit. I was also an active member in the team that created the WLexchange service (WLS's bandwidth trading exchange service).

With a major in economics, I was able to help improve the business processes of WLS over the last 4 years and successfully manage the entire Finance Department. Although originally coming to WLS with a background in banking, I have quickly adapted to the telecommunications industry and am now a key member of WLS's management team.

WLS also utilizes experienced telecommunications legal counsel and consultants when such assistance is required. As Vice President-Finance, I am responsible for overseeing and monitoring the work performed on WLS's behalf by these experts.

Q: Are you familiar with the Application your company submitted to this Commission?

A: Yes.

Q: Do you ratify and confirm the statements and representations made in that Application?

A: Yes.

Q: What is the ownership structure of WLS?

A: WLS is a corporation organized under the laws of the State of New Jersey.

Q: Which carrier or carriers serve as your underlying carrier?

A: WLS will resell local exchange telecommunications services supplied by Broadview Networks. WLS is requesting certification as a facilities-based provider to facilitate a future transition to leased facilities (Unbundled Network Elements) or deployment of its own facilities. WLS does not have any plans to lease or deploy its own facilities at this time.

Q: Do any other carriers provide WLS with service?

A: Yes. WLS also is a reseller of interexchange long distance services of Sprint, Qwest and Global Crossing.

Q: What services are provided by WLS?

A: WLS proposes to provide basic local exchange telecommunications services in exchange areas throughout the State of Illinois in which AT&T (formerly SBC-Ameritech) and Verizon (formerly GTE) are the incumbent local exchange carriers. WLS will provide intrastate, interexchange long distance in all equal access exchanges in Illinois. WLS intends to provide service to residential and business customers. WLS will initially offer customers three service options:

- Basic Dialtone – this service allows customers to access the local exchange network to complete both local and long distance calls. Long distance calls are completed on the network of the customer's preferred long distance provider.
- Basic Dialtone plus Features Package – this service provides access to the local and long distance networks and also includes a package of the following CLASS features: Caller ID, Call Waiting and 3-Way Calling:
 - Caller ID – Allows a Customer to see a caller's number previewed on a display screen before the call is answered.
 - Call Waiting - Call Waiting provides a tone signal to indicate to a Customer already engaged in a telephone call that a second caller is attempting to dial in. This feature permits the Customer to place the first call on hold, answer the second call and then alternate between both calls.
 - Three Way Calling – Permits the Customer to add a third party to an established connection. When the third party answers, a two-way conversation can be held before adding the original party for a three-way conference.
- World-Link Total Connect – this service combines the company's Basic Dialtone plus Features Package with unlimited local, regional and nationwide long distance calling, anytime and anywhere in the U.S.

Q: How does WLS involve itself in the billing cycle of its customers?

A: WLS bills its customers directly.

Q: How does WLS handle customer complaints?

A: We have a Customer Service Department and a 24-hour toll free customer service number. Customer inquiries regarding service or billing may be made in writing or by telephone. WLS's customer service personnel will respond either in person or via telephone as soon as possible but no later than 24 hours from receipt of inquiry.

Address and Toll-Free Number of Customer Service Department:

42 Broadway, Floor 11, Suite 1101
New York, New York 10004
Toll-free: (800) 750-8353

Q: Have you had any complaints?

A: Yes, in the routine course of providing telecommunications services WLS has received informal consumer complaints both directly and through regulatory agencies, such as the New York Public Service Commission. WLS's Customer Service Department quickly responds to all such consumer complaints in satisfaction of both the regulatory agency and affected customers. WLS has not been subject to any formal agency actions.

Q: How long has WLS been in business?

A: WLS was incorporated in the State of New Jersey on April 2, 2001.

Q: Does WLS have offices in Illinois?

A: Other than its registered agent, WLS does not maintain a physical office or presence in Illinois.

Q: Why has WLS filed this Application?

A: WLS filed this Application in order to offer telecommunications services in Illinois. WLS currently provides local and long distance services primarily in the New York area. WLS seeks to build upon the success it has achieved in New York by expanding into new

markets throughout the U.S., starting with the largest markets for small and medium business customers, including Illinois. WLS believes its pricing and innovative services will add to the competitive landscape and be beneficial to Illinois consumers.

Q: Does WLS provide conventional or alternative operator services?

A: No.

Q: Does WLS provide payphone service?

A: No.

Q: Will WLS serve residential users?

A: Yes.

Q: Is WLS certified or otherwise authorized to provide long distance and local exchange services of the type described herein in any other states?

A: Yes. WLS has authority to provide long distance and local services in New York and the Commonwealth of Pennsylvania. WLS also has authority to provide long distance services in the states of Florida and New Jersey, with applications pending to expand into the provision of local services in those states. In addition, WLS has applications pending to provide both long distance and local services in the states of California and Massachusetts.

Q: Do you believe that your principal managerial and technical personnel have the qualifications and technical ability necessary to provide the proposed intrastate services?

A: Yes I do. Attached to this testimony as Attachment 1 are the resumes of principal managerial personnel. WLS has competent and experienced management. Through its close relationships to its underlying carriers, WLS also has access to the technical

personnel necessary to provide successful and continuous telecommunications services in Illinois.

Q: Does WLS have the financial qualifications to operate as a carrier in Illinois?

A: Yes. *See* Exhibit 7 of WLS's Application for financial statements which were submitted under seal. As set forth therein, WLS has sufficient revenue and cash resources to support expansion of its operations.

Q: In your opinion, why is WLS's service in the public interest?

A: WLS's proposed service will provide alternative services of the highest quality, will provide increased consumer choice in billing options, and will offer increased diversification and increased reliability of communications services. Our service offerings will enhance competition for telecommunications services in this state because the addition of another supplier of telephone service will increase competition in terms of price and quality of service for the business of telephone service consumers.

Q: Does WLS currently offer long distance and local exchange services in Illinois?

A: No. WLS will not market or offer long distance or local exchange telecommunications service until certified.

Q: Does this complete your prefiled testimony in support of your Application?

A: Yes, it does.

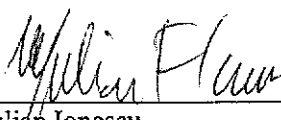
Q: Will you remain available to respond to any additional questions from the Commission or its staff about your Application or company if necessary?

A: Yes.

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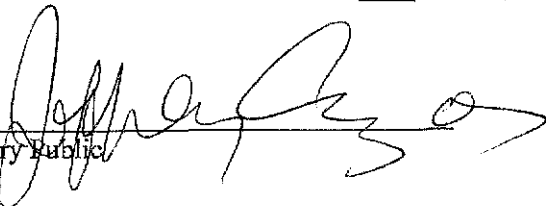
State of New York)
)
County of Manhattan) ss.

Julian Ionescu, being duly sworn, deposes and says: that he is the Vice President-Finance of World-Link Solutions, Inc.; that he has read the foregoing Pre-filed Testimony and knows the contents thereof, and that the same is true of his knowledge except as to the matters therein stated upon information and belief; and as to those matters he believes them to be true; and that he consents to the Pre-filed Testimony being used as evidence in this proceeding.



Julian Ionescu

Subscribed and sworn to before this 23 day of June, 2006.



Notary Public

My commission expires:

JEFFREY CANIZARES
Notary Public, State of New York
No. 01CA6060593
Qualified in New York County
Commission Expires June 25, 2007

Attachment 1

Management Bios

World-Link Solutions, Inc.
Management Bios

Paul Stamoulis - President & CEO – Paul has been involved in telecom for over 20 years. In the early 1980's Paul was in sales for ITT-USTS during the industry's early successful rollout of long distance services and equal access in the US. In the 1990's, Paul was a sales manager for RCA during telecom's migration from analog to digital technology in data network technology and helped establish a standard of efficiency for int'l digital networks within the NY financial community. MCI acquired RCA's international network division in 1990 and Paul was charged with managing all int'l network sales within the burgeoning financial industry. Recognizing the opportunity of ethnic and international marketing within the USA, Paul founded World-Link in 1992 and has been at the helm ever since. Paul was awarded a Master of Business Administration from Fordham University in Information Technology and is an active industry speaker in multiple trade associations.

Konrad Nierwinski – Vice President of Sales and Marketing – Konrad has been a key member of World-Link's management team for over 5 years, where he held multiple senior positions, such as Director of Operations and Managing Director of the retail business unit. In 2004 he directed the successful launch of local telephone service to ethnic communities in the State of New York. Konrad and his team were awarded on multiple occasions by trade associations and industry partners, such as the 27th Annual Telly Awards for the best TV commercial spot in 2006 or the Most Creative Invoice Message Award by OSG Billing Solutions in 2005. Konrad holds a Master of Business Administration in International Business from Lubin School of Business at Pace University, and is an active industry speaker.

Iulian Ionescu – Vice President of Finance – Iulian is the newest member in the World-Link Management team and he held various positions in the company over the last 4 years. His expertise and knowledge helped develop the wholesale unit and he was an active member in the team that created the WLexchange service. With a major in Economics, Iulian was able to help improve the business processes of World-Link over the last 4 years and successfully manage the entire Finance Department. Coming from a banking environment he quickly adapted to the Telecommunications Industry and became a key member of World-Link's management.